



GETTING THE BEST DEAL FOR ILLINOIS ELECTRIC CUSTOMERS



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OUTLINE



- I. Introduction: The Importance of and Role for Competitive Solicitations



- II. Ensuring a Credible Solicitation



- III. Choosing a Solicitation Format and Product Types



- IV. Fair and Accurate Bid Evaluations

- V. Conclusion

I. INTRODUCTION: THE IMPORTANCE OF AND ROLE FOR COMPETITIVE SOLICITATIONS



A. Tool For Modernizing State Prudence Review



B. Allaying Concerns About Affiliate Bias



C. Getting the Best Deal for Customers in Terms of Price, Risk, Reliability, and Environmental Performance





II. ENSURING A CREDIBLE SOLICITATION



A. Collaborative Process



B. Independent, Third-Party Monitor





III. CHOOSING A SOLICITATION FORMAT AND PRODUCT TYPES



A. Price-only RFPs and Auctions

- 2003 Maryland RFP
- New Jersey Basic Generation Service Auction



B. Multi-factor RFPs





IV. FAIR AND ACCURATE BID EVALUATIONS



A. Comparability



B. Transmission Assessments



C. Cost-Plus Offers





IV. FAIR AND ACCURATE BID EVALUATIONS



D. Unequal Lives



E. Creditworthiness Concerns



F. Balance Sheet Penalty





V. CONCLUSION



A. The Goal of Getting the Best Deal for Customers Must Drive All Aspects of a Competitive Solicitation



B. A Credible, Transparent, and Accurate Solicitation is the Means to that End

